

Message Text

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PAGE 01 STATE 031689

65

ORIGIN EB-07

INFO OCT-01 EUR-12 EA-07 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 INRE-00

H-02 SS-15 /056 R

DRAFTED BY EB/AN:TROESCH:VLV

APPROVED BY EB/AN:RABROWN

EA/ANP - HTNELSON

CAB -JHORNEMAN

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FM SECSTATE WASHDC

TO AMEMBASSY WELLINGTON IMMEDIATE

INFO AMEMBASSY LONDON

AMEMBASSY CANBERRA

AMCONSUL MELBOURNE

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E.O. 11652: N/A

TAGS: EAIR, NZ

SUBJECT:CIVAIR - PAN AM AND NEW ZEALAND SPECIAL FARES
PROBLEMS

REF: WELLINGTON 473

1. DEPT OFFICERS CALLED IN STRACY, NEW ZEALAND EMBASSY,
FEBRUARY 9, TO DISCUSS FARES PROBLEMS. DEPT'S APPROACH TO
STRACY STRESSED NEED FOR EQUITY IN BENEFITS AMONG AIRLINES.
ANZ NOW SERVING LOS ANGELES EIGHT WIDE-BODY FLIGHTS
WEEKLY COMPARED TO PAA'S FIVE 707 FLIGHTS. OCTOBER ADVICE
CLEARLY REDUCES COMPETITIVE POSITION OF PAA. WE HOPE
GONZ WILL RECOGNIZE NEED FOR GREATER EQUITY OF OPPORTUNITY.

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PAGE 02 STATE 031689

2. EMBASSY SHOULD APPROACH NORTON WITH REQUEST FOR WEEK

TO TEN-DAY EXTENSION IN ORDER ALLOW PAA VP CARLSON TO
ADEQUATELY PREPARE FOR MEETING IN WELLINGTON. SUGGEST YOU
BASE REQUEST ON MUTUAL FAIRNESS AND UPON NEED TO
MAINTAIN TRADITIONAL US-NZ AMITY AS EXPERIENCED MOST
RECENTLY IN INTERCHANGE SITUATION AS WELL AS PRESENT
IMBALANCE IN PAA FLIGHTS VIS-A-VIS ANZ'S TO US.

3. FYI. DEPT RECOGNIZES LEGAL RIGHT OF GONZ TO ESTABLISH

FARE STRUCTURE AND CONDITIONS, BUT GOVERNMENT TO GOVERNMENT
DISCUSSION IMPRACTICAL AT THIS TIME. THEREFORE, EMBASSY
SHOULD ENCOURAGE AND ASSIST PAA'S NEGOTIATIONS AS MOST
VIABLE SOLUTION TO OBTAIN GONZ COOPERATION. INGERSOLL

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